

## REAL ESTATE AND BUILDING NEWS

Magnificent Apartment  
House Changes Hands,  
Making Record.

### OWNERS HOLDING FOR BIG FIGURES

Westbrook to Become Model  
Sanatorium—Atlantic Coast.  
Line Buys Whitehurst Prop-  
erty—Activity Continues on  
West Broad—Farm Lands  
Selling Right Along.

The past week was quite an active one with the buyers and sellers of Richmond realty. Several very large deals that have been in a state of uncertainty for some time were closed up, and one of them, a kind of combination deal involving \$290,000 in all, is said to be taken as a whole, the largest transaction made in the city in twenty years. In fact, it is not remembered by any of the old timers that there was ever a larger one, in dollars and cents.

The activity was not confined to any part of the city, and not even to the city limits, for some of the agents have made large trades in acreage beyond those limits and away out in the country, and all of the suburbs have been more or less active.

#### Holders Holding for Bigger Prices.

One agent tells me that the demand for both business and residential property is in excess of the visible supply. This is especially true, he says, of business sites, the trouble being that the holders of such property are showing a disposition to hold for even bigger prices, and it is hard to get one to name his figures, although he may really want to sell. This shows that the owners of strictly desirable business property must think they see in the signs of the times more of a boom than Richmond has yet experienced. It may be, and in fact, it is quite likely that some of these optimistic holders will rue their too much optimism when it is too late to mend the trouble. There can be no doubt that there are large industries looking towards Richmond, and doubtless some of them will be driven elsewhere by the extreme firmness of the holders of business property that the industrial prospectors may have had their eye on.

#### Coast Line Buys More Ground.

The activity on West Broad Street from Rosemead Road eastward continues without abatement, and vacant property within that compass has sold the past week as high as \$230 per front foot. Some lots have changed hands several times, showing that speculators or quick profit makers have been much in evidence, and the figures show that they have been making money.

When the Whitehurst property at Tenth and Byrd Streets was sold a few weeks ago for \$160,000, Edward J. Willis was supposed to be the purchaser, and it was said that he intended possibly to erect a manufacturing plant of some kind at Tenth and Byrd. It now turns out that Mr. Willis was acting for another party, and that the real purchaser was the Atlantic Coast Line Railway. This company's business has become so great that its depot and warehouse facilities are greatly congested, and it is supposed they needed this additional property in their business. Just when the company will make improvements or what manner of improvements are to be made, is not yet known.

#### Model Sanatorium at Westbrook.

The deal that was put through two months and more ago by Elam & Funtsten, by which the Westbrook residence, formerly the home of the late Major Ginter, and John W. Stew. art Bryan to Dr. Anderson, Hall and Gayle, received its finishing touches last week by the signing and recording of the necessary deed. The price paid for the property was \$175,000, and the physician and surgeons who purchased it will convert the magnificent suburban home into an up-to-date sanatorium. They have already planned for the improvements and the necessary equipment, and in this work and in the work of beautifying the grounds they will spend a very large sum of money, making it one of the most up-to-date and complete in every detail to be found anywhere in the country.

#### The Record-Breaker.

Pollard & Bagby are the men who pulled off the record-breaking deal referred to above. They sold for W. A. Chesterman the magnificent apartment house at Adams and Franklin Streets for \$175,000. Henry S. Wallerstein was the purchaser, and he acquired this valuable property, one of the best apartment houses in the country and situated in the toniest residential section of the city, as a permanent investment. In part payment, Mr. Wallerstein gave 27 1/2 feet of ground at the southwest corner of Shafer and Broad Streets, this property counting for \$15,000. Thus the transaction involved sales by Pollard & Bagby to the amount of \$200,000. It is the purpose of Mr. Chesterman to at once improve the Shafer and Broad Street property he thus acquired by the erection of costly stores.

#### Other Deals.

Amos & Poindexter report their big transactions for the week as extending from Dan to Beersheba. They closed up sales to the amount of \$65,000, and deals including fifty acres near Westhampton for \$15,000; fifty acres on the Richmond, Fredericksburg and Potomac Railroad for \$3,000; 250 feet on Broad Street, west of the Boulevard, for \$14,000; 120 feet on the same street, east of the Boulevard, for \$30,000, and a house and lot on Church Hill for \$3,000, and also a small sale in Fulton.

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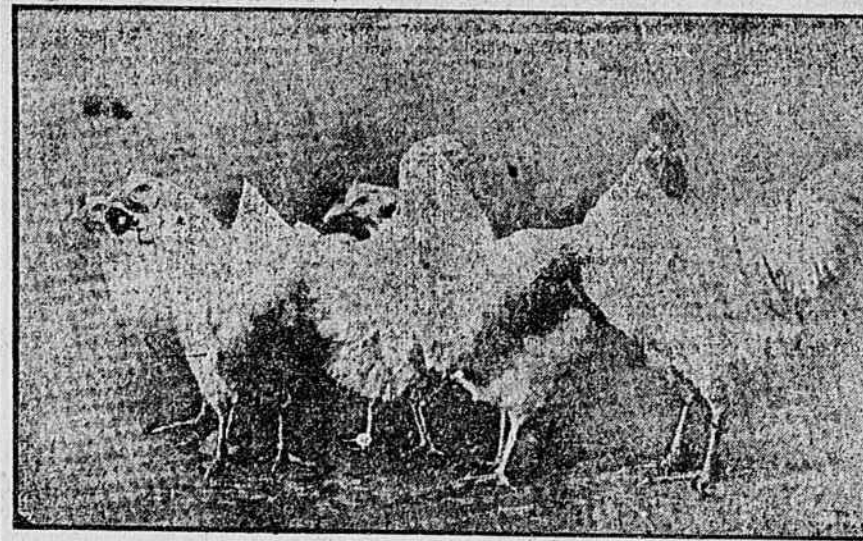
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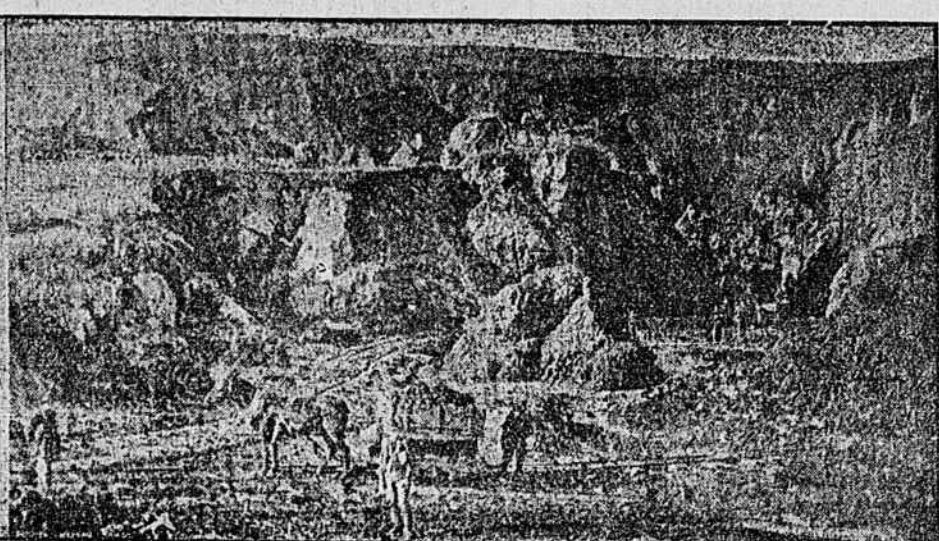
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RICHMOND, VA., SUNDAY, SEPTEMBER 17, 1911.

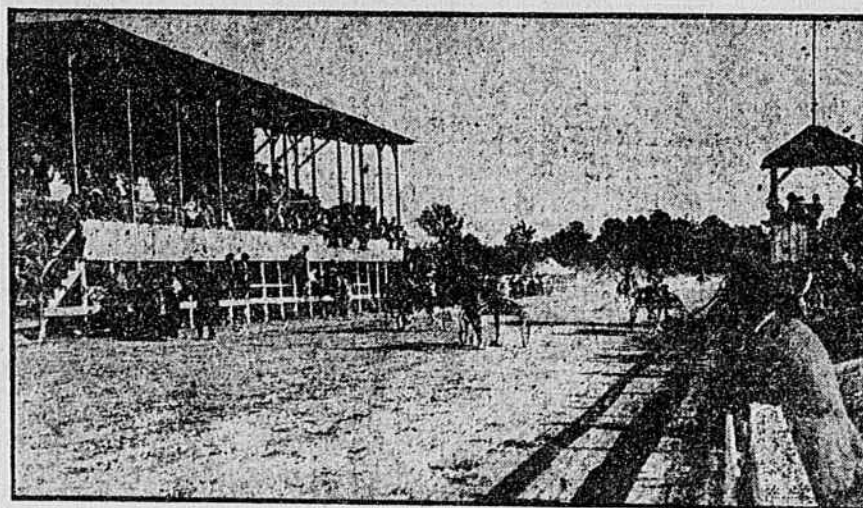
### CHEERING SCENES IN THE OLD DOMINION



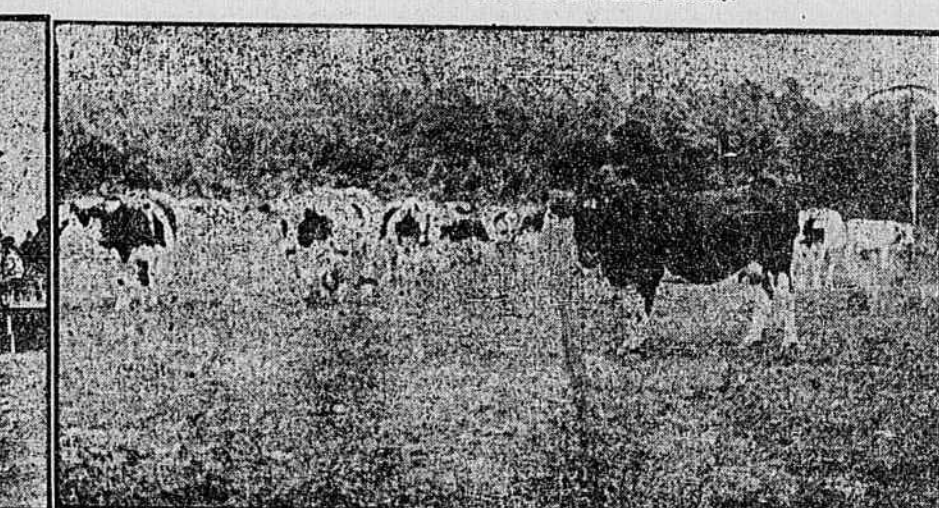
Getting Ready in County Fair.



Zinc mine in Pulaski county.



A County Fair Scene.



Small Holstein Herd.

## TOBACCO CROPS AND LEAF SALES

North and South Carolina Markets Having Large Sales—Latter Nearly Sold Out.

### SUN-CURED OF FINE QUALITY

Late Rains Damaging in Old Bright Belt—Sales Throughout the State.

The skies are brightening somewhat in the leaf tobacco universe, and from nearly every part of the tobacco growing regions come more favorable reports concerning the crop of 1911. The auction sales of the new crop commenced in the South Carolina markets the first week in August, and the crops of that State have nearly all passed out of first hands. Because of the shortness of the crop the South Carolinians got the best prices for their bright leaf they have ever received since they went back on cotton and commenced raising the weed.

In the old bright belt of Virginia and North Carolina the farmers have had worse luck than in any other section of the tobacco growing country. The drought was bad on them, and just as they were getting well started in cutting the rains came and the weed that was yet on the hill took a second growth, the leaf spreading out largely. The result of this is that much of the bright leaf will cure up coarse, rough and reddish, and this will materially affect its value.

In Southside Virginia where the long dark and brown leaf is grown, the rains have been very advantageous, and the size and weight of the crop has been increased not a little. In the sun-curing regions the growers are no longer in the dumps about the erstwhile drought damage. The rains have helped them considerably, and the reports from all the sun-curing counties are to the effect that the crop will put in pounds much more than was believed to be possible a month ago, and as to quality, the opinion is that it will be the best sun-cured crop that has been gathered in several years.

Rufus Gray, an old tobacco grower and dealer, has made a trip through Hanover, Louisa, and Goochland counties, starting out from Rockville in Hanover, and he tells The Times-Dispatch man that he never saw a better crop on the hill, and, furthermore, it will weigh out well. The sun-curing growers are now busy cutting every plant that is ripe, and the only fear they have at present is that an early frost may possibly catch some of their late leaf that has taken a second growth since the rains came, and will consequently be much slower in ripening.

The sales on the Richmond warehouse floors were confined to one day—Friday—and the offerings, consisting entirely of primings, did not amount to quite 30,000 pounds.

In some of the other State markets some of the better grades of leaf are making their appearance along with the large offerings of primings, and

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## GERMAN COLONY IN NEW KENT COUNTY

Industrial Department of Chesapeake and Ohio Brings in Forty Thrifty Families.

### TWENTY-FIVE ACRE FARMS

Intensive Cultivation to Be Order of the Day—Trucking and Poultry Raising.

The industrial department of the Chesapeake and Ohio Railway completed a deal the past week by which a German colony of forty families is to be established in New Kent county on the line of the Peninsula Division of the road, between Providence Forge and Mountcastle, the deal having been made by K. T. Krawley, industrial agent for the road, and James T. Manning, of Pittsburgh, Pa., representing the Germans.

A tract of 1,075 acres of good New Kent county land has been acquired for the colony and eight families have already moved in. The others are to follow between now and the spring time. The tract of land is being cut up in small farms of twenty-five acres each, the head of each family taking a cottage to go to farming on the intensive plan so well understood by the industrious and thrifty Germans.

It is said that these Germans were farmers in the fatherland, and the sons of farmers, and came to this country to engage in agricultural pursuits, bringing along with them the knowledge and money to buy small tracts upon which to get busy. They found land too high in the West and went to work in the factories of the Westinghouse Electric Company and the car shops of the Erie Railway Company at Pittsburgh. Hearing of the cheap but superior lands in Virginia they made diligent inquiry, and the result was the formation of the colony and the securing of the land for them by the Chesapeake and Ohio industrial department, as shown above. The Norwegian colony at Norge, a few miles east of the new German colony, which was established some years ago by the Chesapeake and Ohio, has been wonderfully successful, and the Norwegians are now making money with their truck farms and their poultry yards. The Germans will engage in the same lines of business. Virginia wants all the Norwegian and German colonies of this kind it can get. They are all to the good for themselves and for Virginia.

#### VIRGINIA INDUSTRIAL SITES.

Interesting booklet issued by Industrial Department of the Chesapeake and Ohio. "Industrial Sites" is the name of a handsomely illustrated and beautifully gotten up booklet of 123 pages, just issued by the industrial department of the Chesapeake and Ohio Railway. 20,000 copies of which will be distributed in the West and the North among people who are making inquiry about the industrial development of Virginia and other States touched by the Chesapeake and Ohio. The object of the booklet is to inform the reader in regard to the inducements offered in the South to farmers seeking lands in a salubrious climate, and to prospective manufacturers and capitalists looking for sites for any of the various kinds of industrial plants that are invited to Virginia by the abundance of raw material, the cheapness of the same and the many other advantages to be seen on every hand. The booklet is profusely illustrated, and the reading matter is attractive, and was evidently prepared and edited by a master hand.



Good roads in Greenville county.

## Views and Near Views, Hints and Suggestions

Industries of American Hens--What Comes of the Tobacco Trust--The Interesting Cotton Subject Again--Good Roads Advertising. Other Notes with Wise Hints.

BY FRANK S. WOODSON,  
Industrial Editor.

Just a little suggestive "chicken feed" for the encouragement of the many good people who are trying to add to the wealth of Virginia by methods known to the good poultryman. I am not sure that the Census Bureau of the government, which had its army of enumerators and statistics makers tramping all over the country last year, made a specialty of gathering data concerning the business of the American hen. If it did I have not yet seen the figures, but there is evidence from other sources that goes to show that the humble hen holds no inconspicuous place as a contributor to the wealth of the country. The Labor Bureau of Missouri has kept tab on the hens of that State, and the records show that the value of the eggs laid by Missouri hens and converted into cash during the year 1910 was \$2,027,658. The value of poultry shipped out of the State for the same period was \$22,095,858 and the value of feathers sold for the same time was \$33,735. Here is a grand total of \$4,089,973 from surplus poultry and poultry products alone. The showing takes no account of the quantity and value of eggs and poultry consumed at home or the value of the feathered stock still on hand. And Missouri is but one State. The aggregate for the United States must make a big array of dollar marks in favor of the hen as a producer of wealth. I have no idea how the figures for the Virginia hens would pan out, but I hope are long to have some data on the subject. The hens of this State probably cannot make as good a showing for last year as those of Missouri, but there is no reason why they

should not do as well next year. The poultry raising business for big money is in its infancy in these parts, but the infant has made wonderful strides within the past half a decade, and if Virginia folks are wise it will make greater progress within the next few years.

#### Views on Tobacco Trust Situation.

Not being in the confidence of the American Tobacco Company or any of its agents, Views and Near Views has no views as to the plan upon which the dissolution and reorganization of the trust, required by the highest court in the land, is to be worked out, but if the mandate of the Supreme Court of the United States is obeyed to the letter all of the tobacco factories that were absorbed by the American Company and have been for years working along in their own names as subsidiary concerns will have to go to doing business on their own hook. There are twenty or more of these subsidiary concerns in which the American can own, as a corporation, a majority of the stock, several of which are in Virginia and North Carolina doing business under their original names, but known of all men to be under the wing of the big corporation. The court says in effect that the corporation shall not own stock in these factories, but Mr. Duke and Mr. Ryan and mister anybody else can own that stock as individuals. Now under the decision of the court they must no longer remain under the domination of the American Company, but if they do doing business on their own hook, sometimes the rhizomes of Oris nallida formerly used in medicine, but is now a noxious entirely disused, and is only used in perfumery for its violet odor. Prof. Massey in The Farmacopeia.

(Continued on Last Page.)

## DEVELOPMENT OF THE TOWN FARMS

Town Gathering Place in Centre of Small Farms Scattered Over Many Acres.

Reference was made in the Industrial Section last week to plans of the Kent-Jordan Company of Greensboro, N. C., and the Baldwin Lumber Company's scheme to establish community farms in their respective States and also for the building of small towns, the farms as well as the towns to have the benefits of sewerage and lighting and power systems, etc. The Greensboro company has acquired 40,000 acres of good land in Cumberland and Harnett counties in the old North State, and in regard to their proper development J. F. Jordan, of the company, writes:

The town and farm developments are to be entirely separate, but are to be carried along at the same time. The town is to be a resort town, and not a commercial town at all, and the Country Club House and golf links alone will require considerably more than 200 acres. To be exact, 1,500 acres have been reserved for town purposes, which embraces hotels, residences, clubhouses, golf links, athletic fields and lakes.

"The agricultural part of it is already making rapid progress, and as soon as road-building outfits can be procured a sand-slag road will be hitched on to the Pinehurst Road and completed to Fayetteville, and a little later on extended northerly up to Greensboro. Mr. Leonard Tufts, owner of Pinehurst, and one of the most liberal and broad-minded men in the United States, is working hand in hand with us to get these roads completed at the earliest possible moment. His new town, growing into prominence, as it will be a place where his ever-increasing number of guests can go for a drive or game of golf and exchange visits with Pinehurst guests.

"To sum it all up, the development of Pinehill and the 40,000 acres adjoining it is to be advanced on broad and substantial lines, and the town in particular, and every thing in it is to have an individuality all its own."

#### LOOKOUT FOR ORIS MAN.

How He Makes Good on Sale of Roots. Farmer Makes Bad. Ginseng is not in it any more. It is orris root that is to make the fortune of all the Southern farmers who buy the roots from the promoters and plant them. A possible profit of \$5,000 an acre they kindly divide by ten and say that a profit of \$2,500 is a pretty good thing when the roots are sold at 6 cents each. But inasmuch as I can buy the fresh roots of Oris Florentina, which, when dried and pared, is the orris sold in the shops for \$1 per 1,000, I can not see how the growers are to get 5 cents each for them. Better stick to cotton, corn and potatoes and let the Italians grow the orris. Oris is the dried root of Oris Florentina, though sometimes the rhizomes of Oris nallida formerly used in medicine, but is now a noxious entirely disused, and is only used in perfumery for its violet odor. Prof. Massey in The Farmacopeia.

PRICE FIVE CENTS.

## SOME COWS PAY; OTHERS DO NOT

Every Farmer Should  
Have His Dairy  
Department.

### MILK AND BUTTER GREAT INDUSTRY

Creameries Will Flourish All  
Over Virginia if Farmers Fur-  
nish Material—Only First-  
Class Cows Should Be  
Kept—Will Pay Big  
Profits.

BY FRANK S. WOODSON.

It pays to keep good milk cows in Virginia if the right kind of good cows are kept and they are attended to in the right way, that is to say, in an intelligent and business like way. I have often heard Virginia farmers say their milk and butter made at home cost them in the end more than the city man would have to pay for the same on the town market. In every case where this is true it is the farmer's own fault.

Every farmer in the State who is located at all convenient to a market can not only make all the good milk and butter he needs for home consumption for a great deal less money than the city man can buy it, but can make his cows bring him good profits in hard cash. Some farmers, not near enough of them, however, are doing just that thing, and from some of them I have been trying to get some information about the modern cowman, so that through the industrial section others may be instructed in the good way.

#### Home Demand for Dairy Products.

In the first place Richmond and other Virginia cities and towns have to look beyond the State for the most of the butter the people therein consume, and to a considerable extent they go outside the State for milk and cream. In the second place there would be no flourishing creameries in every town in Virginia if there was a supply of milk to meet the demand for raw material, milk and cream. These creameries would find sufficient demand for the butter, etc., they would make in the markets of the State and many markets beyond the State limits, and thus bring to their owners and through them to the Virginia farmers and cattle owners who furnish the milk thousands upon thousands of dollars from Washington, Philadelphia, New York and many other out of State markets.

T. O. Sandy, the leader in State Farm Demonstration Work, has on his farm near Burkeville, in Nottingham county, a splendid herd of Holstein cattle, known far and near as the Grove Holstein herd, and it is no secret that Mr. Sandy is making big money from its performances, that is to say, he keeps books with every one, and very interesting books they are. I asked him for some information from these books, and he has kindly furnished me with the accounts of eighteen of his cows for the year 1910, and every farmer and cow owner in the State can get a vast deal of valuable information from the table of figures. Here it is:

Cow No.	Butt.	Milk.	Value of Milk.	Value of Cream.	Value of Butter.	Total.
1	11,367	26,474	\$181.87	\$30.55	\$212.42	\$212.42
2	11,368	26,474	157.15	12.02	169.17	169.17
3	11,369	26,474	157.15	12.02	169.17	169.17
4	11,370	26,474	157.15	12.02	169.17	169.17
5	11,371	26,474	157.15	12.02	169.17	169.17
6	11,372	26,474	157.15	12.02	169.17	169.17
7	11,373	26,474	157.15	12.02	169.17	169.17
8	11,374	26,474	157.15	12.02	169.17	169.17
9	11,375	26,474	157.15	12.02	169.17	169.17
10	11,376	26,474	157.15	12.02	169.17	169.17
11	11,377	26,474	157.15	12.02	169.17	169.17
12	11,378	26,474	157.15	12.02	169.17	169.17
13	11,379	26,474	157.15	12.02	169.17	169.17
14	11,380	26,474	157.15	12.02	169.17	169.17
15	11,381	26,474	157.15	12.02	169.17	169.17
16	11,382	26,474	157.15	12.02	169.17	169.17
17	11,383	26,474	157.15	12.02	169.17	169.17
18	11,384	26,474	157.15	12.02	169.17	169.17
19	11,385	26,474	157.15	12.02	169.17	169.17
20	11,386	26,474	157.15	12.02	169.17	169.17

#### What the Figures Tell.

Now, let's study these figures a little bit and see what kind of valuable information can be gotten from them. It will be observed that cow No. 1 gave 11,367 pounds of milk in the year which yielded within a fraction of 361 pounds of butter fat. The cream from this cow brought Sandy the Richmond market \$181.87, and the skimmed milk was used to feed hogs, which hog were sold on the Richmond market, making the value of the product from cow No. 1 \$30.55 more, or a total of \$212.42. This cow ate during the year \$9.45 worth of grass, hay and other feed and as her net profit was \$212.97. Pretty good profit for one cow to bring her owner in twelve months. Indeed No. 1 is an animal worth having.

Now study the accounts of all the cows down to No. 18 and let's take the figures made by her for comparison. No. 18 gave 7,434 pounds of milk in the year which yielded a fraction over 157 pounds of butter fat, the value of her cream being \$75.58 and her skimmed milk \$17.85; total income \$93.43. No. 18 converted into milk only \$58.23 worth of feed and the net profit from her year's work was only \$35.15, showing that she is not worth anything like as much to her owner as is No. 1 and several others of the herd. It is needless to say that No. 18 will go to the butcher and her place in the herd taken by a cow that can perform

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